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August, 1928

HOME INDUSTRIES

Excerpts from 1927 Annual Reports of
State and County Extension Agents

M. C. Wilson



UNITED STATES DEPARTMENT OF AGRICULTURE
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State and County Extension Agents

M. C. Wilson, In Charge, Extension Studies,
Office of Cooperative Extension Work,
U. S. Department of Agriculture

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*No attempt is made to cite all references to home industries in this circular. Only selected extracts showing typical methods employed and results obtained in a number of States are included. Owing to differences in terminology used in various States and to other local conditions, the information contained herein should be reviewed by the State subject-matter specialist concerned before incorporating any part of it in the extension program for the State.

DISTRIBUTION. - A copy of this circular has been sent to extension directors, State and assistant State home demonstration leaders, white and negro, home-management specialists, and to agricultural college and experiment station libraries.



HOME INDUSTRIES

Alabama

The 4-H Basket Shop. Two weeks before Christmas, 1926, the first marketing of pine-needle baskets on a large scale was done in Birmingham, Ala.

So far no one knows who started pine-needle basketry. The art has been handed down through generations and each has left its contribution of beauty and improvement until it has commanded the attention and admiration of all art lovers.

The idea, at present, was introduced from Georgia into Clay County by Mrs. J. B. Kelly, of Clay County, who gave it to the home demonstration clubs through the home demonstration agent, Mrs. J. E. Rudd. C. L. Akers, of the Huckabee Hotel in Ashland, Ala., suggested the marketing in wholesale lots and assisted the home demonstration agent in her first efforts.

The first shipment was taken to Birmingham, and L. N. Duncan, director of extension service, asked Dr. M. F. Jackson, of the Tennessee Coal, Iron, and Railway Co., to assist Mrs. Rudd. Miss Agness Ellen Harris, State home demonstration agent, asked the president of the State federation of women's clubs to help. Soon the men's and women's clubs of the city, the newspapers, the Tennessee Coal and Iron Co., and the Alabama Power Co., were hard at work helping to sell the baskets. In one week all the baskets had been sold and the agent had \$835.99 in Christmas checks to carry the clubs.

It was during this intensive sales campaign that Misses Daisy Highley and Marie La Shelle, of Chicago, were attracted to Clay County women and their baskets. These young women tried out the baskets to their satisfaction and asked to remain with us as saleswomen. They were accepted and are still with us.

Space in the largest stores was obtained through the cooperation of the merchants and the baskets were demonstrated every day by Misses Highley and La Shelle. As they sold out more were shipped to them. After all the stores were visited the merchants wrote letters of introduction to the Atlanta, Ga., merchants and orders were received there in the same cordial way. The papers were generous in their praise and comments and when the sales women were ready to leave Atlanta they went to Nashville, Tenn. They have since covered several States, visiting the largest cities and towns.

At first the customers were those whom the sales women were able to convince from the number of shoppers who came to buy other merchandise. We continued to improve in design and workmanship and our buyers increased in numbers until a merchant was so pleased with the excellent showing made, he bought the exclusive lot when the sales women were ready to leave his store. From then on time has been devoted to taking orders from responsible merchants and all goods are sent out on properly signed confirmations.

Wirth Womac, Frodum, and Savoy Plaza, New York City, are displaying Clay County pines and cones. Among them are the gems of art created by Clay County farm women and bought by a clientele of exclusive art stores, importers, novelty shops, and department stores. Big eastern city merchants and Middle West merchants are selling the baskets and repeat orders come in as the holidays advance. Orders for baskets have been received from 30 States and one basket has found its way to Denmark.

Orders from individuals for Christmas baskets are being mailed direct to Montana, Ohio, Illinois, Indiana, Michigan, and Massachusetts.

The sales work was carried on by the home demonstration agent alone for four months and then a helper, Mrs. B. D. Jones, was employed at \$5 a week. Later another helper was added to do the heaviest packing. Since the Christmas shipping began there have been three regulars and a number of volunteers for packing cooperatively and the agent suspended club meetings for two weeks to get out orders. The expenses are being paid entirely from the basket sales and a small surplus is being accumulated.

At the meeting in December the council voted to raise Mrs. Jones' salary to \$50 a month. The pay roll for November was more than \$2,400 gross and \$1,800 net for the women. This was paid to them in cash for their Christmas checks. Checks were received by 207 women; the smallest amount paid was \$.50 and the largest \$83.35. The total sales amounted to over \$12,000.

Our basket marketing has been a splendid demonstration of cooperation, for all the business has come that way with not a cent of paid-in operating capital. Everyone has lent a helping hand. - Helen Johnston, home demonstration district agent, Alabama Polytechnic Institute, Auburn.

Basketry was the major project given at the girls' camp in Tuscaloosa. Twenty-eight baskets and trays were made.

The women of Autauga, Baldwin, Conecuh, Monroe, Perry, Pickens, and Tuscaloosa Counties made baskets generally with a view to selling them if possible. As the result of 24 method demonstrations, 688 baskets were reported made. Four women in Baldwin County continued to make pine-needle baskets and sold \$50 worth in 1927. In Conecuh County the sales amounted to \$6, in Perry County, \$10, and in Pickens County \$4.50. - Elizabeth Forney, home demonstration district agent, Alabama Polytechnic Institute, Auburn.

The Jefferson County home demonstration agent cooperated in getting publicity and making arrangements for the sale of handwork opened at Loveman, Joseph, and Loeb's in Birmingham, on November 1, 1927. Seventeen club women and two club girls from Jefferson County contributed articles toward the sale. These included leather purses, card cases, bill folds, ash receivers, gloves, infants' clothes, aprons, household linens, stuffed toys, hand-woven materials, knitted socks, baskets, and trays.

Sales of handwork made by club members the past year are as follows:

Leatherwork.....	\$125
Gloves.....	27
Baskets and trays.....	95

Lucille Cawood, Home demonstration agent, 324 Martin Building, Birmingham, Jefferson County.

Arizona

Basketry was a popular project in Maricopa and Santa Cruz Counties in 1927. Maricopa County reports 22 baskets finished. Santa Cruz County makes the following report of the work as done in seven communities:

Basketry has been the most popular work carried on during the year and was enjoyed by old and young. More than 100 baskets and trays were made. Several wicker chairs have been repaired as a result of the principles of basketry learned. One woman refinished a davenport and two chairs, having gained confidence to attempt the work after she had stained and varnished her floor basket. A number of reed articles have been sold. - Stella Mathor, home demonstration leader, College of Agriculture, University of Arizona, Tucson.

Arkansas

Many housewives have regular customers for butter, eggs, chickens, and any surplus vegetables they may have, but the majority go to the curb market with their produce. These women have become so successful that they plan for each month in planting, canning, sewing, and cooking. They bring to market fresh meats, sausage, canned and dried products, flowers, nuts, holly, and cakes.

In 1927 one demonstrator cleared \$80 every month on bread; another more than \$100 on dried products, specializing on okra. More than \$500 was made by one demonstrator on Golden Bantam corn, and over \$10 on common persimmons, and \$100 on wild flowers was made by another. One demonstrator continues to average \$100 a month on cottage cheese. - Minnie T. Allen, home demonstration agent, Little Rock, Pulaski County.

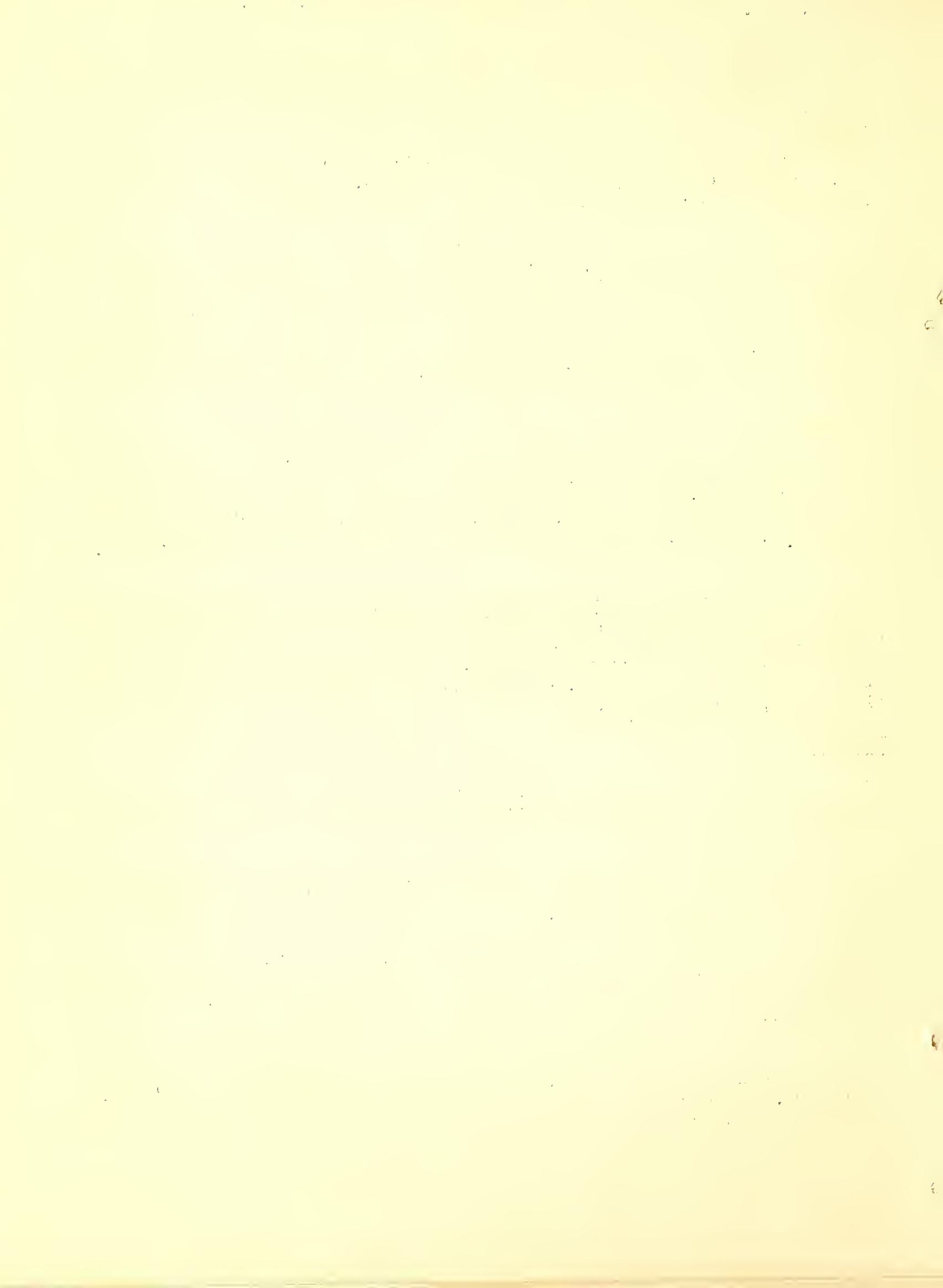
Florida

Club women have benefited by the crafts instruction which enabled them to sell articles of tooled leather and repousse pewter. One club is making and marketing hooked rugs.

Craft classes were begun in a small way in response to repeated requests for practical help in making handcraft articles for home beautification, personal use, and for sale.

From a group of two or three local women, meeting once a week in our office, we have grown to a group of twenty odd, from different sections of the county, coming to the county seat for the weekly all-day sessions. We also have auxiliary meetings with two women's clubs.

When the courthouse was remodeled we were granted a big work room on the third floor with work tables, chairs, plenty of light, shelf space, and store room. Our marketing arrangements are not yet perfected; in the meantime the local market is taking care of our offerings.



There is a variety in the types of work undertaken. The tooled leather which the home demonstration agents brought back from France two years ago still leads in popularity with repousse pewter as a close second. Hooked rugs have become not only a fascinating fad but a remunerative source of income, selling at an average cost of 1 cent per square inch. An idea of the extent and scope of the work may be gained from the following completed in 1927:

<u>Kinds of work</u>	<u>Number of pieces</u>
Leather.....	132
Pewter.....	51
Hooked rugs.....	25
Batik.....	87
Block prints.....	235
Lamp shades.....	30
Baskets.....	53
Cross-stitch.....	15
Tarso.....	6
Felt.....	20
Miscellaneous.....	259

- Bornice W. Lyle, home demonstration agent, Bartow Courthouse, Polk County.

A large number of club women, who before were not interested in home marketing, were successful in the project in 1927. Some used the curb market, some the club bazaars, some sought their own markets, and others found a market through the home demonstration office.

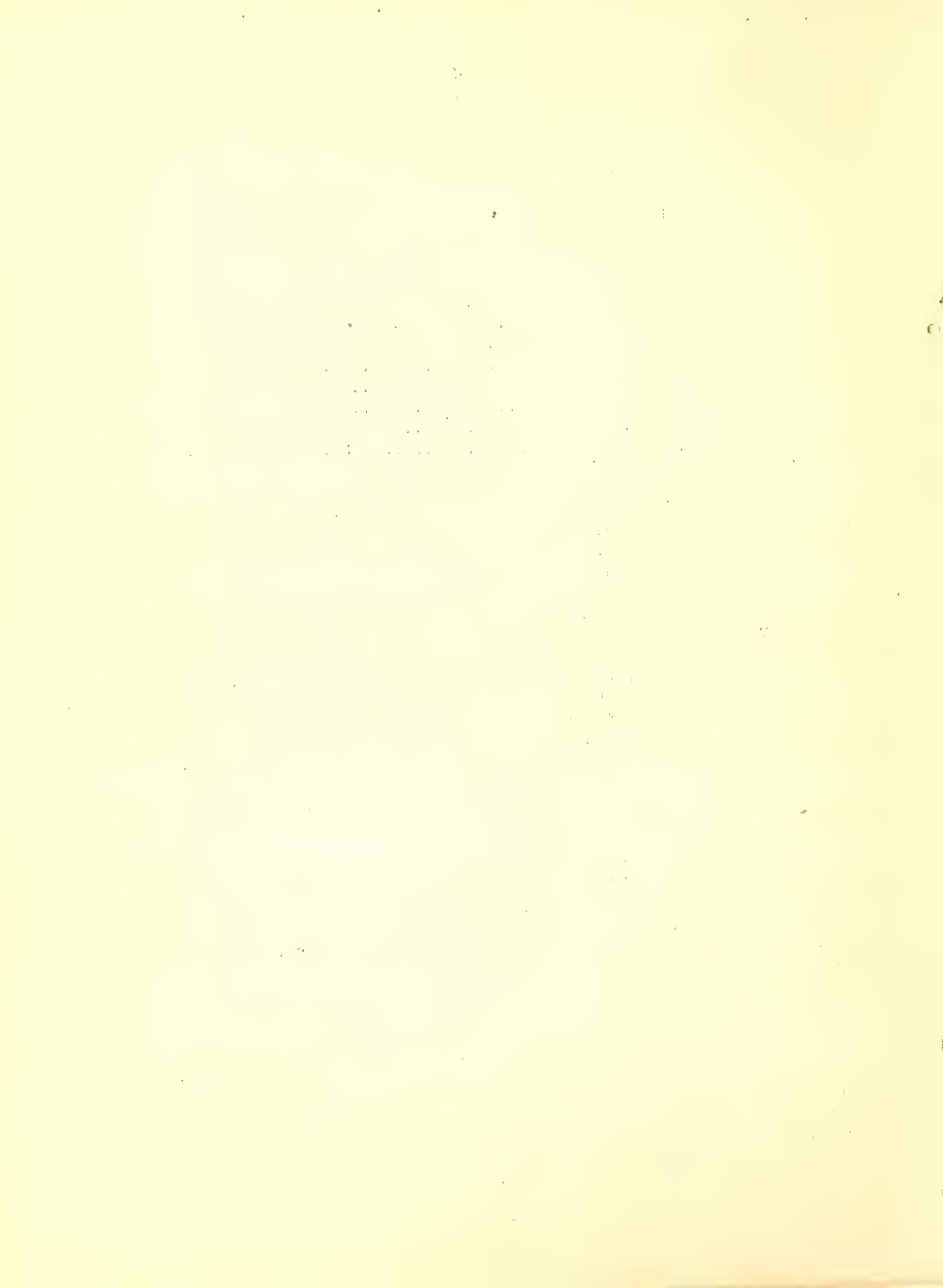
In Fort Myers a delicatessen shop opened with high-class products. The home demonstration agent arranged with the proprietor to sell standard products for demonstrators, provided they were approved by the home demonstration office and a price was set. It was decided to standardize guava jelly, paste, and butter, mango chutney and sauce, roselle jelly, orange and grapefruit marmalade, and candied fruit peel. Twenty-five women and girls now fill regular orders for shipment north through the delicatessen shop. One woman reported that she sold \$300 worth of canned products through this medium in six months.

The Harley Electric Co., of Fort Myers has sold lamp shades, book ends, fire screens, waste-paper baskets, trays, and rugs for the women.

Mrs. A. Dornmeier has standardized a market basket and sold 20 at \$4 each in 1927. Miss Mabel Williams standardized guava jelly and sold 300 glasses at 25 cents each to one of the local hotels. She has also marketed hooked rugs and trays. Mrs. C. B. Foster standardized cottage cheese and is selling it successfully. - Sallic B. Lindsey, home demonstration agent, Fort Myers, Lee County.

Maryland

A women's exchange was started in April and plans were worked out for its members. The women were invited to join the exchange and pay a registration fee of \$1 a year and 7 per cent on all perishable products. As the town was not large enough to make it profitable to keep the exchange open during the week, the agent and committee worked up a secondhand department, where one could sell their old clothes, and a dress department where the members could sell house dresses, children's clothes, and fancy work. In the food department



many kinds of bread, cakes, pies, biscuits, cottage cheese, chicken salad, cooked ham, jams and jellies, canned fruit, and all kinds of fresh vegetables and fruit were sold.

The market has steadily increased in quality, variety, standardization, and sales, and is now on a paying basis. The exchange and market have been a wonderful means whereby rural people could dispose of their surplus products and make money for their family needs. To date, they have done more than \$800 worth of business.

The agent helped to establish a roadside market for surplus and cull peaches of the orchardists. A cabin 9 by 18 feet long was constructed. This temporary booth was made on sleds and drawn to a public locality on the State road where the peaches were selected and sold in fancy baskets. The sales averaged from \$100 to \$150 a day. - Olive K. Walls, home demonstration agent, Easton, Talbot County.

Minnesota

Twenty-three groups with a membership of 304 enrolled for the two months' project in basket making. Two hundred and ninety-five completed the project, and 213 outside of the groups were helped. A total of 443 homes was reached and 1,429 baskets were made.

Training schools for local leaders in the basketry project were conducted in Sleepy Eye, Comfrey, Springfield, and New Ulm. Each group sent two local leaders to receive the lessons and they in turn passed on the work to their community groups. A brief study of the types of basket materials was made and shape, color, and appropriate use emphasized.

A number of women are making baskets as a means of earning extra money. One woman received orders for eight shopping baskets and another for two large floor baskets. Some of the women are using baskets for Christmas gifts. - Amy Wessell, home demonstration agent, Sleepy Eye, Brown County.

Mississippi

Special emphasis was placed on grading 4-H club products for market in 1927. The home demonstration club women realized that for the best growth and development in their market work, it was necessary to know standards. Therefore, grading schools were conducted in various counties of the State. The State marketing force, together with the county agents, through these schools brought to the attention of the farmers and their wives the necessity of grading and selecting their surplus products for the market and demonstrated to them standard quality, weights, and packs.

Products sold on 4-H club markets are not limited to a few special articles, such as pine-needle baskets, honeysuckle baskets, and feather fans, but include all products from the farm - preserved foods, poultry and poultry products, dairy and garden products, and household arts.

The same standard for canned products used in 1926 was followed in 1927 by the home demonstration club members in the preservation of figs, tomatoes, chili sauce, canned meats, and relishes. These products were put on the market as standard canned goods and sold rapidly.

In the counties where figs and pecans grow in abundance, special packages were made up and sold as novelties. The figs were dried and sugar-coated and the pecans were put in attractive pine-needle baskets.

Special orders were taken at the market for cakes, pies, dressed hens, brown bread, candy, beaten biscuits, feather fans, canned goods and rag rugs.

The sales from the 4-H club markets in 1927 amounted to \$72,926.33.
- Mrs. Mary B. Giesen, home demonstration leader, Mississippi Agricultural and Mechanical College, A. and M. College.

North Carolina

Our curb market has entered its fourth year. It is open on Saturdays and is held in the basement of the courthouse. The market is a stabilizer for prices on fresh eggs, vegetables, live and dressed poultry, cakes, butter, and flowers. The town people have been loyal and we have had little complaint from the local grocery men. They realize that the farm woman can dispose of more produce to advantage through the curb market and in turn the money is usually spent among them for necessary articles not to be had on the farm. The curb market has been supplied by 189 producers and the total sales for the year amounted to \$4,470.15.

For four years or more we have supplied special customers with dressed fowls, eggs, and butter by parcel post. These friends told others of the quality of our fowls and we now have a list of customers for club women who wish to sell through this medium.

Mrs. J. M. Sikes, of Diamond Hill, was among the first of 15 club members to ship by parcel post. About eight years ago she shipped her first order of dressed hens and broilers to Raleigh. In a short time her orders increased and she asked her neighbors who were growing large quantities to ship too. The average sales for a winter season amounted to \$300. - Mrs. R. A. Rodfearn, home demonstration agent, Wadesboro, Anson County.

At the beginning of the fiscal year the outlook for a successful curb market was discouraging. The total sales for December were only \$75 and there were but three producers present the first Saturday in January. It looked as if our market were doomed, but I decided to make an effort to save it.

I wrote a series of weekly letters to former producers asking them to send a list of the products they would bring in the following Saturday and urging them to help build up the market. On Friday mornings I checked over the products promised and inserted a list of the outstanding ones in the classified column of the daily evening paper. As a result, the January sales amounted to \$168 with 16 people selling. In February the total sales amounted to \$261.82.

The producer who made the highest sales and did the most efficient curb-market work was Mrs. A. A. Moore, of Washington, who is a member of the State year-round garden contest for the current year and also one of the four demonstration gardeners in the county. As one of her goals she planned and planted her garden so as to have a permanent supply of products for the curb market and succeeded. Mrs. Moore started her plants in a coldframe and by this method was able to put her products on the market early at good prices. She planted cucumbers and sold them while the price was good. As soon as the market became flooded she began to pack the cucumbers in brine and at the end of the season had three barrels of pickles which she sold at 75 cents a peck. In addition to feeding a family of nine, canning 294 quarts of products, providing green feed for the chickens the year round, Mrs. Moore sold from her garden \$598 worth of products. - Violet J. Alexander, home demonstration agent, Washington, Beaufort County.

The Nash County curb market is located in Rocky Mount and is held in the Holt-Cobb tobacco warehouse. This market affords a place for Edgecombe County to sell its produce also, but it is under the management of Nash County.

There are approximately 200 people of Nash County selling on this market. It is open all the year on Saturday mornings, and from April to September it is open on Wednesday mornings also. The only assistance the agent has in running the market is a cashier who gets change from the local banks, makes change, collects dues, and files reports.

No rent is charged for the use of the warehouse. Tobacco trucks with baskets piled to the height of a table are placed on both sides of the building and across both ends. Sometimes it requires 125 trucks to take care of the produce. The largest market day was on June 11, when the sales amounted to \$764, with 115 farms represented.

A rural woman met the agent one Saturday morning and said, "Come, see what you helped us to buy." The agent went with her and there was a new automobile. The husband said, "Yes, Mrs. Gordon, you sure did help us to buy it, for what my wife sold on the market bought the family's clothes and the extras for the table, and made it possible for me to save this from the crops."

The following were sold on the market during 1927:

Poultry.....	\$6,385.35	Vegetables.....	\$7,454.25
Cakes.....	7,246.12	Eggs.....	2,439.38
Butter.....	2,260.43	Fruit.....	1,693.70
Flowers.....	1,302.99	Meats.....	1,532.00
Dressing.....	230.00	Canned goods.....	153.28
Squabs.....	101.93	Nuts.....	67.56
Honey.....	51.13	Turkeys.....	49.33
Miscellaneous.....	48.34	Total.....	31,015.77

-Effie V. Gordon, home demonstration agent, Nashville, Nash County.

Ohio

The marketing project of homemade and home-grown products was started in Lucas County in 1927. The home committee approved the plan of selling such products through a wayside stand and a county-wide meeting of all women interested was called, each home committee member obtaining such persons in her own community.

At this meeting it was decided to erect one stand on the Chicago pike and one on the river road between Maumee and Waterville. A membership fee of \$1.50 was charged each woman who wanted to sell through the stand, the stand retaining a 15 per cent commission. It was decided not to open the stands on Sunday. The name chosen was the Lucas County Home Industries Shop. A committee of three was elected to head the work in both stands. Later, officers were elected. As the women had no money the county farm bureau lent them \$75 for each stand to help in the building.

The Lucas County Home Industries Shop at Waterville was opened on June 14. The Building cost \$97.67. It is painted white with green trimmings, as are the signs along the road. A stand 9 by 12 feet was built, but the business has grown to such an extent that it will no longer be large enough.

The State nutrition specialist met with 16 women and placed standards before them which helped to standardize their products. Products to be sold were brought to this meeting and scored. A tag was placed on vegetables and fruits and a sticker was placed on other products to show the purchaser that the product was standard.

The following articles found a ready market: Home-baked goods, especially bread and cookies, fruits, vegetables, flowers, eggs, sandwiches, pressed chicken, home-baked ham, deviled eggs, homemade drinks, cottage cheese, candy, milk, and orders for dressed chicken.

The women are greatly interested in the market. At the last meeting of the season, they paid back the \$75 which they borrowed from the farm bureau. The total amount of business transacted at the stand from June 14 to October 29 was \$1,064.61. The total amount of commissions retained by the stand was \$159.69. The largest check received by any woman was for \$152.

One woman purchased an electric sewing machine and a rug for her dining room. One bought a piano and another is planning to buy an incubator. In some instances the money was put into the general expense fund of the home. The young children in one home needed tonsil operations and these were paid for with the money earned at the stand. - Effie Goddard, home demonstration agent, Toledo, Lucas County.

Oklahoma

Mrs. Jim Hamilton, of the Lotus club, came to my office during the summer and said that the price of eggs was low and the cost of gas to bring them to town further reduced the price.

Mrs. Hamilton had plenty of eggs and plenty of time and wanted to make some money. She brought an angel-food cake to town and found no difficulty in selling it. Through the cooperation of the agent orders were taken for 19 of these cakes at \$1 each. The following week Mrs. Hamilton sold 30 cakes, and after that did a regular business of 15 cakes a week, as she had time for only that number. She utilizes the yolks of the eggs in making golden cakes and in salad dressing which she sells for 30 cents a half pint. Her cakes have become so popular that during the summer a number of people drove to her place, 10 miles from town, to buy them. - Sara D. Atwood, home demonstration agent, Pawhuska, Osage County.

South Carolina

The Colleton County club market is an organization to aid in the marketing of surplus farm products, thus providing a source of income to farm women and a means of obtaining fresh county produce to town women. An effort has been made to establish the market on a more businesslike basis and to increase the sales.

At the beginning of the year products were sold on the open square in front of the courthouse. As this was unsatisfactory, the county appropriated \$100 to be used in obtaining a market place. This amount was inadequate, and it was decided to accept an offer of the use of the samples room at the local hotel. A part of the money appropriated was used for screens and tables. Although rather small, the market place is clean, sanitary, and centrally located.

During the summer when there is a large supply of perishable vegetables, the market is open twice a week. Eighteen producers are enrolled, seven of which attend regularly. Pork, beef, poultry, eggs, vegetables, fruits, honey, peanuts, canned goods, cakes, and breads are sold. A market committee was chosen and a secretary was elected to purchase supplies, keep the books, and to post the prices. The total sales for 1927 amounted to \$3,910.

Girl club members market in a small way. Among the products they report having sold during 1927 were fancy work, dresses, chickens, eggs, fruit, vegetables, ice cream, milk, butter, syrup, and pigs. - Elizabeth D. Boykin, home demonstration agent, Walterboro, Colleton County.

A club in Falls River is selling mountain shrubs and evergreens. A demonstration in transplanting and preparing shrubs for sale was given. Several sale days were held at a filling station and several days were spent on the Greenville curb market. The mountain women enjoyed the contact with the other women at the market as much as making the money. One member of this club is making and selling felt hats and another honeysuckle baskets. - Julia W. Stebbins home demonstration agent, Greenville, Greenville County.

Tennessee

In this district the two most popular handicraft projects are hooked rugs and baskets. Various kinds of rugs have been made, from simple ones of old material to handsome ones made of the waste products from underwear factories and hosiery mills. Apison community in Hamilton County continues to lead in this project, having sold \$6,000 worth of rugs in 1927. The baskets are made of honeysuckle, splits, and grass.

Beautiful baskets and trays were made this year of coarse grass, commonly known as bullrushes, woven with raffia. This type of basket sells readily. In every county the club members have sold some baskets; in Van Buren County one woman sold \$150 worth. - Lizzie B. Reagan, home demonstration district agent, Chattanooga.

Texas

The marmalade association of Hidalgo County, under the name of the home demonstration marketing association of the Rio Grande Valley, was organized June 26, 1926. On January 17, 1927 the manufacturing of grapefruit marmalade was begun and continued until May 15, at which time the grapefruit in the valley had been disposed of.

The product was sold through the grocery stores and cafes in all the towns in Hidalgo County. In the spring of 1927 marmalade was supplied for a banquet tendered the legislators in Dallas. Favors in the form of small jars of marmalade were furnished. This marmalade is now being served on all Missouri Pacific diners out of Houston and orders have been received from the Southern Pacific Railroad for 240 individual jars. Orders for a dozen 3-ounce and 8-ounce jars are being filled for Christmas gifts.

The four months' work was satisfactory - with cash on hand, containers in stock, labels for the year, die for future use, and marmalade ready for sale - amount \$300.

This marmalade is a home product and is made in the kitchens of the club members under the supervision of the home demonstration agent. Selected fruit and pure sugar are used with no filler or adulteration.

Basketry has been one of the interesting projects and 12 demonstrations were given. Native material was used. The Ratama leaves make baskets equally as pretty as the pine needles and all kinds of baskets were made of cat-tails.

Thirteen demonstrations were given in leather tooling. So far the articles have been made for home use and gifts.

Two lessons in glove making were given and six pairs of gloves were made. These hand-sewed chamois gloves sell for \$4.50 in the shops and it costs 85 cents to make them. - Etta W. Ringgold, home demonstration agent, McAllen, Hidalgo County.

The marketing of household linens which was begun in 1926 was continued in 1927 by four women who made articles of quality in material, design, and workmanship. Among the articles sold were: Towels, table cloths, vanity sets, dresser scarfs, pillowcases, luncheon sets, and bedspreads. A total of \$108.75 was realized from the sales. - Kathlyn Parker, home demonstration agent, Ft. Worth, Tarrant County.

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Vermont

Christmas gift work was one of the most interesting as well as popular projects given during the short time the agent was in the county. Home makers who never had the time or means to do Christmas shopping and lacked up-to-date ideas to make worth-while gifts were relieved as to what to do after the demonstration had been given.

The yarn pocketbooks and chenille woven bags made serviceable, inexpensive, and attractive gifts. The many shades in yarn and chenille enables one to select the proper colors to carry out an ensemble idea. The cost of the yarn pocketbooks are only 65 cents. Similar purses sold at an art shop from \$3.50 to \$5.50. The chenille woven bags, much like the dishcloth bags, cost on the average of 80 cents a piece. Many of these bags were made as gifts.

Bridge covers made of painted black pebble cloth and those of black satoon decorated with cone painting, gave suggestions for friends who are card players.

The response of the women in making these Christmas gifts was amazing. Each one was proud to show the agent what she had accomplished in the way of gift making. - Harriet E. Davis, home demonstration agent, St. Albans, Franklin County.

West Virginia

The responsibility of the home-economics specialists to the home-industries program relates only to the standardization of products, although during the last year there has been some overlapping into the field of organization due to the fact that there is no home-industries specialist. All the home-economics extension workers have had to contribute in one way or another to the promotion of the program.

The home-industries school held at Jackson's Mill from January 31 to February 2 was the first step in the 1927 work toward the standardization of products. There were about 50 producers and others interested in home industries who attended the meeting in the course of the three days. As a result of the instruction given at this school, the home demonstration agents reported a decided improvement in the quality of products sold through the shops, and the producers who attended asked that a similar school be held the coming year.

Mountain State blackberry jam has occupied first place in the home-industries program throughout the year. Miss Hazel Cameron, research specialist, has been working on the standardization of the product and has cooperated in helping to train the leaders and farm women to make a standard project.

A ruling was made that each person desiring to make Mountain State blackberry jam must send a sample to Miss Cameron to be scored. If it scored 90 points or more the women would be allowed to sell the product under the Mountain State brand label. If it was below 90 it could not be scored as a standard product. This plan has worked out well and as a result only a high-quality product had been supplied the market.

Method demonstrations in jam making were given at the home industries school, at State farm women's camp, and at the Barbour-Randolph County camp. Two girls from the Leopold community in Doddridge County spent several days with Miss Cameron in her laboratory working on blackberry jam and they went back to the home community and supervised the work there.

During 1927 the volume of business of all the home-industries shops has been increased. A one-day shop was started in Huntington in November, 1927, making the fifth shop in the State.

The following report which shows the trend of business for the preceding 11 months, was given at a home-industries board meeting on November 29, 1927:

<u>Shop</u>	<u>1927</u>	<u>1926</u>	<u>Increase</u>
Clarksburg.....	\$14,252.24	\$9,100	\$5,152
Parkersburg.....	8,900.00	5,700	3,200
Elkins(one-day)...	1,847.73	1,300	547
Weston(one-day)...	3,700.00		Opened late in 1926

In addition to the products sold through these shops the State Home Industries Shop, Inc., sold nearly \$2,000 worth of products, such as, walnut kernels, maple sugar, blackberry jam, and canned goods. - Gertrude Humphreys, home demonstration district agent, College of Agriculture, West Virginia University, Morgantown.

Wyoming

The Christmas gift demonstration consisted of the application of crayola painting and block printing to articles suitable for gifts. Materials were furnished so that each woman could make either a button bag or a hot-dish holder decorated with crayolas or block printed design. Roll calls were answered by Christmas gift suggestions and a large number of illustrated magazine articles were shown.

The following gifts were prepared and shown at the demonstration: Button bag, holder, comfort protector, marble bag, and sand toys all decorated with crayola painting; quilted pillows, dolls and toys made from oilcloth and inner tubes; aprons, polychrome plaque, roll for embroidered linens, and handmade corsages. - Myrtle Sagon, home demonstration agent, Lander, Fremont County.



